300 Advertising Management
Fall, Spring. 3(3-0) P: ADV 275 R: Open to students in the Advertising major.
Advertising problems from the perspective of managers responsible for solving problems. Identify problems, develop alternative solutions, and evaluate proposed solutions.

334 International Advertising
Spring. 3(3-0) P: ADV 275 RB: ADV 375 R: Open to juniors or seniors in the Advertising major or approval of department. SA: ADV 470
Advertising decisions and consumer behavior. Political systems, literacy rates, new technologies, consumer behavior, and culture. Decision making, strategy, media selection, creative execution and campaign evaluation.

342 Account Planning
Spring. 3(3-0) P: (ADV 330 or concurrently) or (ADV 340 or concurrently) or (ADV 350 or concurrently) R: Open to undergraduate students in the Advertising major or approval of department.
Principles of account planning. Strategic thinking, use of focus groups, and other qualitative methods.

350 Advertising Media Planning and Strategy
Fall, Spring. 3(3-0) R: Open to students in the Advertising major. SA: ADV 346
Introduction to advertising media planning. Characteristics of media, media terminology and calculations. Use of syndicated media research and development of media plans.

352 Media Sales
Fall. 3(3-0) R: Open to juniors or seniors in the Advertising major or in the Sales Communication Specialization.
Process of media sales, operation of sales and marketing departments, analyzing local media, and customized advertising using cross-selling.

354 Interactive Advertising Design
Fall. Spring. 3(0-6) P: ADV 324 and CAS 204 R: Open to undergraduate students in the Advertising major.
Conceptual, aesthetic, and technical skills required to design interactive advertising from web to social media. Emphasis on creative solutions to problems encountered in designing for screen-based devices.

355 Media Research
Fall, Spring, Summer. 3(3-0) Interdepartmental with Telecommunication. Administered by Advertising. R: Open to undergraduate students in the College of Communication Arts and Sciences. SA: ADV 340, TC 376
Applied media research methods, practices, techniques and ethics in media settings.

360 Advanced Sales Communication
Fall, Spring. 3(3-0) Interdepartmental with Communication and Marketing. Administered by Communication. P: MKT 313 and (MKT 300 or MKT 327) RB: COM 100 R: Open to undergraduate students in the Sales Communication Specialization.
Need-based selling and leadership role in meeting client needs. Advanced methods of questioning, customer need analysis, negotiation, effective presentations and interpersonal communication relationships with clients. Sales role-playing presentations, business and technical writing, portfolio presentations, and case studies.

375 Consumer Behavior
Fall, Spring. 3(3-0) R: Open to juniors or seniors in the Advertising major or in the Retailing major or in the Sales Communication Specialization. SA: ADV 473
Theories of consumer behavior and their applications to advertising, public relations and retailing.

386 Campaign Competition
Fall. 3(0-3) P: CAS 110 and ADV 205 R: Approval of department; application required.
Research, analyze, develop, and execute an integrated marketing and advertising campaign for a selected client. Written recommendations and presentations for competition.

402 Public Relations Topics in Advertising
Fall, Spring. Summer. 1(1-0) A student may earn a maximum of 6 credits in any or all enrollments in ADV 402, COM 402, or JRN 402. P: (ADV 225 or JRN 200) and ADV 260 and (COM 300 or STT 200) R: Open to undergraduate students in the Public Relations Specialization or approval of department.
Current topics related to the practice of public relations.

413 Issues in Contemporary Advertising
Fall, Spring. Summer. 1 to 2 credits. A student may earn a maximum of 8 credits in all enrollments for this course.
Current issues in advertising and related disciplines.

420 New Media Driver's License
Fall, Spring. Summer. 3(0-3) Fall: Detroit. Spring: Detroit. Summer: Detroit. R: Open to juniors or seniors or graduate students.
Digital communication for advertising and public relations. Using new media, including social media, to effectively market a business or individual to a target audience.

422 Advanced Copywriting
Fall. Spring. 3(0-3) P: ADV 322 or approval of department. R: Open to undergraduate students in the Department of Advertising, Public Relations and Retailing or approval of department.
Continued development of aesthetic and technical copywriting skills to develop ads and multi-media campaigns that solve advertising problems; emphasis on ideation and self-critiquing.

425 Public Relations Strategy
Fall, Spring. Summer. 3(3-0) P: (ADV 225 or JRN 200) and (ADV 260 and ADV 325) and (COM 300 or STT 200) R: Open to undergraduate students in the Public Relations Specialization.
Classic and current public relations cases. Strategies to communicate in business contexts. Exposure to specific business problems and their solutions.

428 Advanced Creative: Media II
Fall. Spring. 3(0-6) P: ADV 326 SA: ADV 417
Creative execution skills to explore the power of branding. Visual solutions that reinforce the brand experience through ads, campaigns, and collateral material. Creative research, strategy development.
Advertising—ADV

430 Social Marketing: Strategy and Practice
Fall, Spring. 3(3-0) P: ADV 275 or((MKT 300 or concurrently) or (MKT 327 or concurrently)) R: Open to juniors or seniors or graduate students in the Department of Advertising, Public Relations and Retailing or in the Department of Communication and open to juniors or seniors in the Department of Marketing.
Use of marketing concepts and tools from sociology, psychology, commercial marketing, and public opinion research to promote individuals’ pro-social and health behaviors. Application of strategies that improve quality of life and result in behavioral and societal changes in positive ways.

436 Promotions and Sponsorships
Spring. 3(3-0) P: ADV 375 or concurrently R: Open to undergraduate students in the Advertising major or in the Retailing major or in the Food Industry Management major. SA: ADV 336
Corporate communication activities used to elicit consumer response to a product and service mix. Non-traditional advertising strategies, cross-promotion strategies, and strategies for non-profit organizations.

450 Intensive Portfolio Workshop
Summer. 3(0-6) P: ADV 324 or ADV 322) and ADV 486 R: Approval of department; application required.
Editing past work and developing new projects. Strengthening, expanding, and finalizing individual portfolios for career enhancement. Critique by professionals.

456 Interactive Advertising Management
Fall, Spring. 3(3-0) P: ADV 330 or ADV 340 or ADV 350 R: Open to students in the Department of Advertising, Public Relations and Retailing.
Theory and practice of interactive advertising, e-commerce, Internet advertising, online sales promotion, online public relations, virtual communities, and Internet research.

475 Advertising and Society
Fall, Spring, Summer. 3(3-0) P: ADV 375 or concurrently RB: ADV 330 or ADV 350 R: Open to undergraduate students in the Advertising major. SA: ADV 465
Impact of advertising on society, culture and economy. Representation of minorities, women, and the elderly in advertising; free speech, advertising law, and regulatory organizations; ethical decision making strategies; and advertising’s economic role in information, competition, price, and product choice.

486 Integrated Campaigns
Fall, Spring, Summer. 4(3-2) P: (ADV 324 or (ADV 330 or ADV 350)) and (ADV 375 or concurrently) or ADV 325
Development of integrated marketing and advertising campaigns for clients. Creative, media and marketing communication elements.

490 Independent Study
Fall, Spring. 1 to 6 credits. A student may earn a maximum of 6 credits in all enrollments for this course. R: Open only to juniors or seniors in the Department of Advertising. Approval of department; application required.
Supervised individual study in an area of advertising or public relations.

492 Special Topics in Advertising
Fall, Spring, Summer. 1 to 8 credits. A student may earn a maximum of 9 credits in all enrollments for this course. R: Not open to freshmen.
Varied topics pertaining to the study of advertising and public relations processes.

493 Advertising and Public Relations Internship
Fall, Spring, Summer. 1 to 6 credits. A student may earn a maximum of 6 credits in all enrollments for this course. P: (CAS 110 and (CAS 111 or CAS 112)) or ADV 275 R: Approval of department; application required.
Supervised experience in a professional environment.

803 Introduction to Quantitative Research Methods
Fall, Summer. 3(3-0) Interdepartmental with Communication and Journalism and Telecommunication. Administered by Communication. SA: ADV 875, COM 800, JRN 817, TC 802
Introduction to quantitative social science research methods and applied analyses for understanding research reports and developing graduate level research projects.

823 Consumer Behavior
Spring. 3(3-0)
Concepts and theories from behavioral sciences. Their use for developing advertising and public relations programs. Interpersonal and mass communication influences on consumer behavior.

826 Advertising and Promotion Management
Fall, Spring. 3(3-0) RB: MSC 805 or concurrently
Planning promotional strategy. Establishing policies for decision-making. Execution and evaluation of advertising and sales promotion programs. Emphasis on case analysis.

830 Seminar in Social Marketing
Spring. 3(3-0) Interdepartmental with Marketing. Administered by Advertising.
In-depth reading and critical thinking about theories and principles in social marketing. Application of theory and empirical research to evaluating and planning social marketing programs.

831 Serious Game Theories
Fall. 3(3-0) Interdepartmental with Telecommunication. Administered by Telecommunication. R: Open to graduate students in the Department of Telecommunication, Information Studies and Media or approval of department.
Theories and research on effects of serious games on cognition, affect, engagement, learning, and persuasion. Creating effective serious games.

836 Innovations in Strategic Communications
Spring. 3(3-0)
Alternative methods of advertising. Effects of non-traditional advertising strategies on consumers. Theoretical and methodological approaches.

843 Strategic Brand Communication
Spring of odd years. 3(3-0) RB: Some coursework in business or communications. Brand communication research and strategy. Applications to new media and technology. Innovation and brand development, emphasizing future research and perceptual mapping.

846 Management of Media Programs
Fall. 3(3-0)
Planning, execution, and control of media programs. Theory and techniques of budget allocation including marginal analysis, mathematical programming, simulation and game theory.

850 Public Relations Planning
Fall. 3(3-0)
Planning, execution, and evaluation of public relations programs. Theories, techniques, and applications. Topics include media relations, government relations, and fundraising.

860 Media Relations
Spring. 3(3-0) RB: Professional experience in public relations.
Theory and practice of how public relations professionals work with the news media to communicate with external publics.

865 Advertising and Society
Spring. 3(3-0)
Impact of advertising on individuals, society, and the economy. Public policy issues relevant to advertising. Regulation by government and industry.

870 International Advertising
Spring. 3(3-0) RB: ADV 826 or concurrently
International dimensions of advertising and other marketing communications. Comparative analysis of economic, cultural, and legal conditions that affect advertising activities. International and foreign media.

890 Independent Study
Fall, Spring, Summer. 1 to 6 credits. A student may earn a maximum of 6 credits in all enrollments for this course. R: Open only to graduate students in Advertising, Public Relations and Retailing. Approval of department. Directed study under faculty supervision.

892 Special Topics
Fall, Spring. 3(3-0) A student may earn a maximum of 6 credits in all enrollments for this course.
Emerging topics in advertising and public relations.

899 Master's Thesis Research
Fall, Spring, Summer. 1 to 8 credits. A student may earn a maximum of 8 credits in all enrollments for this course. R: Open only to students in advertising and public relations.
Faculty supervised thesis research.

900 Theory Building in Media and Information Studies
Fall. 3(3-0) Interdepartmental with Journalism and Telecommunication. Administered by Advertising.
Concepts and issues relating explanation, scientific inquiry, theory building and applications to interdisciplinary studies in media and information.

916 Qualitative Research Methods
Spring. 3(3-0) Interdepartmental with Journalism and Telecommunication. Administered by Journalism. R: Open only to doctoral students in the College of Communication Arts and Sciences or Department of Communication.
Qualitative research in mass and specialized communication systems. Topics include documentary, bibliographic, case study and participant observation methods.
921  Media Theory
Fall. 3(3-0) Interdepartmental with Journalism and Telecommunication. Administered by Advertising. R: Open only to doctoral students in College of Communication Arts and Sciences or the Department of Communication.

930  Law and Public Policy of the Media
Fall. 3(3-0) Interdepartmental with Journalism and Telecommunication. Administered by Journalism. R: Open only to doctoral students in the Media and Information Studies major.
Philosophical, legal, political, and statutory principles underlying law and public policy applied to media. Selected issues involving constitutional law, common law, statutes, and administrative policy.

960  Media and Technology
Spring. 3(3-0) Interdepartmental with Journalism and Telecommunication. Administered by Telecommunication. R: Open only to doctoral students in the Communication Arts and Sciences-Media and Information Studies major or Communication major or approval of department.
Theoretical frameworks concerning media and communication processes, and their interactions with technology. Social, organizational, critical, and economic perspectives.

975  Quantitative Research Design
Fall. 3(3-0) Interdepartmental with Journalism and Telecommunication. Administered by Advertising. RB: One graduate-level research design or statistics course. R: Open only to doctoral students in the Media and Information Studies major.
Survey, experimental and content-analytic techniques applied to the study of media. Academic and applied research methods. Univariate and multivariate techniques.

985  Advanced Quantitative Analysis for Media
Spring. 3(3-0) Interdepartmental with Journalism and Telecommunication. Administered by Telecommunication. P: ADV 975 RB: Masters-level research course in addition to ADV 975.
Multivariate research methods for media and information studies research.